

Message Text

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PAGE 01 MANAGU 02825 202131Z
ACTION ARA-14

INFO OCT-01 ISO-00 EB-08 /023 W
-----005911 210525Z /23

R 201757Z JUN 78
FM AMEMBASSY MANAGUA
TO USDOC WASHDC
INFO SECSTATE WASHDC 6908

UNCLAS MANAGUA 2825

E.O. 11652: N/A
TAGS: BBSR, PINR, NU
SUBJECT: WTDR/FTI MAQUINARIA AGROINTERNACIONAL S.A.

REF: USDOC 7134

1. NICARAGUA
OFFICE USE: 2. 219 3. NA 4.01
5. MAQUINARIA AGROINTERNACIONAL S.A.
6. APARTADO POSTAL 3006
7. MANAGUA
8. CONTACT: MR. DUILIO BALTODANO PALLAIS
9. TITLE: PRESIDENT
OTHER CONTACT: MR. ALVARO SOLORZANO, GENERAL MANAGER
10. PHONE: 3261 11. TELEX: NA
12. CABLE: MAISA
13. ESTABLISHED: 1977 14. EMPLOYEES: NA
15. SIZE: MEDIUM 16. REPUTATION: Y-GOOD
17. REPORT DATE: 06/78
OFFICE USE: 18. NA 19. NA 20. X 21. NA 22. NA
23A. 35230/135 RETAILER, DISTRIBUTOR, IMPORTER OF AGRICULTURAL
MACHIERY, INCLUDING TRACTORS AND SPRAYERS.
24. FOREIGN SALES: LOCAL ONLY.
25. FINANCIAL REFERENCES: BANCO DE AMERICA, APARTADO POSTAL 285,
AND BANCO EXTERIOR S.A., PLAZA ESPANA, IN MANAGUA.
26. TRADE REFERENCES: SAME AS ITEM 27 BELOW.
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27. FOREIGN FIRMS REPRESENTED: AUSTIN PRODUCTS INC., DALLAS, TEXAS,
EXCLUSIVE DISTRIBUTION OF AGRICULTURAL IMPLEMENTS; ZERO MANUFACTURING
CO., DEPT. 701, WASHINGTON, MISSOURI, EXCLUSIVE DISTRIBUTION OF DAIRY
EQUIPMENT; EBRO, SPAIN, EXCLUSIVE DISTRIBUTION OF AGRICULTURAL
TRACTORS.
28. POST EVALUATION: MAQUINARIA AGROINTERNACIONAL S.A. (MAISA) IS A
RECENTLY ESTABLISHED FIRM SPECIALIZING IN THE IMPORT, DISTRIBUTION

AND RETAIL OF AGRICULTURAL MACHINERY, EQUIPMENT AND SUPPLIES. THE FIRM PRESENTLY DISTRIBUTES EBRO TRACTORS FROM SPAIN AS WELL AS AGRICULTURAL IMPLEMENTS AND DAIRY EQUIPMENT FOR TWO U.S. CONCERNS. IT ALSO ACTS AS REPRESENTATIVE FOR VARIOUS U.S. EXPORTERS OF OTHER AGRICULTURAL SUPPLIES. MAISA IS ONE OF VARIOUS AFFILIATES OF COMERCIAL INTERNACIONAL S.A. (CISA), THE LARGEST SINGLE EXPORTER OF GREEN COFFEE IN NICARAGUA AND A LARGE DISTRIBUTOR OF AGRICULTURAL CHEMICALS AND EQUIPMENT. THE CISA GROUP ALSO INCLUDES THE FIRM AUTOMOTO INTERNACIONAL S.A., WHICH DISTRIBUTES SAAB AND AUTOBIANCHI AUTOMOBILES FROM SWEDEN AND ITALY, AS WELL AS MOTORCYCLES; THE FIRM CENTROAMERICANA INDUSTRIAL S.A., WHICH ACTS AS REPRESENTATIVE FOR AGRICULTURAL SUPPLIES AND EXPORTS COTTON; THE GROUP'S OUTLET IN THE CITY OF CHINANDEGA, CHINANDEGA COMERCIAL S.A., WHICH ALSO ACTS AS PURCHASER OF COTTON; THE GROUP'S OUTLET IN LEON, COMERCIAL DE OCCIDENTE S.A.; THE GROUP'S OUTLET IN MATAGALPA, COMERCIAL DEL NORTE S.A., WHICH ALSO ACTS AS PURCHASER OF GREEN COFFEE; AND THE FIRM BENEFICIOS UNIDOS S.A., WHICH BUYS AND PROCESSES GREEN COFFEE. SUBJECT FIRM, MAISA, DISTRIBUTES ITS PRODUCTS THROUGH ALL OF THE ABOVE SISTER COMPANIES AND THROUGH CISA'S OWN BRANCHES IN FIVE OTHER CITIES THROUGHOUT NICARAGUA. MAISA REPORTED A VOLUME OF BUSINESS OF US\$1.7 MILLION DURING ITS FIRST YEAR OF OPERATIONS. THE PRESIDENT OF CISA AND ITS VARIOUS AFFILIATES IS MR. DUILIO BALTODANO PALLAIS, A WELL-KNOWN BUSINESSMAN WHO IS ALSO A DIRECTOR AND LARGE SHAREHOLDER OF BANCO DE AMERICA, ONE OF THE LARGEST PRIVATE COMMERCIAL BANKS IN NICARAGUA. OTHER SHAREHOLDERS IN CISA INCLUDE MEMBERS OF THE PELLAS FAMILY, A WEALTHY AND PROMINENT GROUP WHICH CONTROLS THE UNCLASSIFIED

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BANCO DE AMERICA, AND THE FIRM NICARAGUA SUGAR ESTATES LTD., WHICH COMPRISES THE LARGEST SUGAR PLANTATIONS, MILLS, AND REFINERY IN CENTRAL AMERICA. THE STOCK OF MAQUINARIA AGROINTERNACIONAL S.A. IS CONTROLLED BY THE PARENT FIRM CISA, BY MR. DUILIO BALTODANO PALLAIS, BY MEMBERS OF THE BALTODANO-CABRERA FAMILY, AND BY MR. OSCAR SEVILLA LANGSCHWAGER. THE LATTER IS ALSO DIRECTOR OF BANCO EXTERIOR S.A., A PRIVATE BANK ESTABLISHED RECENTLY BY NICARAGUAN AND SPANISH INVESTORS. SUBJECT FIRM MAISA ENJOYS A GOOD REPUTATION IN LOCAL CIRCLES AND IS CONSIDERED TO BE AN ACTIVE AND RESPONSIBLE COMPANY. IT IS RECOMMENDED AS TRADE CONTACT FOR INTERESTED U.S. CONCERNS.

29. PREPARED BY:RJMONTES APPROVED BY:JPFRERES
TUCKER

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Message Attributes

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Draft Date: 20 jun 1978
Decaption Date: 01 jan 1960
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Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Unique ID: 00
Drafter: n/a
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Film Number: D780257-1148
Format: TEL
From: MANAGUA
Handling Restrictions: n/a
Image Path:
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Litigation History:
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Review Exemptions: n/a
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Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2286271
Secure: OPEN
Status: NATIVE
Subject: WTD/FTI MAQUINARIA AGROINTERNACIONAL S.A.
TAGS: BBSR, PINR, NU, MAQUINARIA AGROINTERNACIONAL
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/f44fc785-c288-dd11-92da-001cc4696bcc
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